

NY State Maple Association Minutes of September 26, 2018 Board Meeting

Meeting called to order at 10:01 am, by Tony VanGlad, at 301 Myron Rd. Syracuse, NY.

Roll call taken by Mandi Burnison. In attendance: President Tony Van Glad*, Dwayne Hill*, Treasure Karl Wiles*, Don Weed*, Nathan Williams, Cristy Williams, Nadeen Lyndaker*, Haskell Yancey*, Hugh Newton*, Doug Thompson*, Mike Grottoli*, Mike Bennett*, Eric Randall*, VP Greg Zimpfer*, Dave Schiek, Gordie Putman, Helen Thomas, Steve Childs, Lyle & Dottie Merle, Dean & Ruth Ester Delavan, Mandi Burnison, Keith Schiebel.

The Pledge of Allegiance to the United States of America was recited by the group.

*Motion to approve May 23, 2018 meeting minutes made by Eric, 2nd by Dwayne, carried.

Officer Reports

President's Report – There was not a lot of business items since last meeting- State fair will be talked about later in the meeting.

Treasurer's Report- Karl - Financially we are doing well, State fair was disappointing, thinking weather had a lot to do with that. State fair was about \$15,000 less than last year, they are raising rent, need to resolve booth rental for State Fair in a timely manner.

*Motion to approve Treasurer's Report made by Nadeen, 2nd by Doug, carried.

Executive Director's Report- Helen –Helen worked with Ag & Markets to write a 2018 Acer grant application, unfortunately it was not chosen. Chantell and Cristy helped with paperwork before and after state fair, this is a big help. The Orlando FL produce show is in October. Helen will be attending to represent NYS Maple and all of NY specialty crops, being sent by NYS Ag & Markets. We have gone through 8 roasts of coffee this year and tea, can't keep on the shelves, this is a good thing!

*Motion to approve Executive Report made by Hugh, 2nd by Doug, carried.

Legislative Affairs – Dwayne – Attended Farm Days and thought it went well. Need to start thinking about Lobby Day and what needs to be lobbied for. Mike Bennett added- The Tariff is having a huge effect on the industry. Bascom says prices may stay where they are at due to the new tariffs. Also added this is something we might want to bring to Lobby Day as well.

*Motion to approve Legislative Affairs made by Greg, 2nd by Karl, carried.

Unfinished Business

Acer Grant – Helen, we did not receive the grant, but Cornell did. Reason for rejection was that we didn't have enough substantial data to justify social media marketing for the grant. We also need more detail in the report on how the results will be disseminated to US maple producers. We do want to apply next year and we know what we have to change and improve upon. We need help with connections to move forward, need someone who has business, marketing, and educator degree. Keith has a connection. FDA Sugar Regulation – Helen, The FDA did admit that they misjudged the sugar regulation. They will be issuing a new one in early 2019.

NY State Maple Association Minutes of September 26, 2018 Board Meeting

Federal Farm Bill – Helen, Jeff Williams called during Board Meeting and stated the Farm Bill was not going to be decided on and pushed off to a later date. If the Senate wins this will leave funding for the Organic Cert., REAP and Equipment grants. If the House wins the vote they are poised to take all the funding for these programs away.

Tapping on State Lands – Gordy and Eric – Their last meeting was on July 13th, met with James Thomas, he did follow up and there will be another meeting the 2nd week in October. This is moving along, not fast, but at least it is moving. Need to get the DEC on board next. Question to ask for next meeting: What are existing leases (if any) and were they a success. A possible Lobby Day discussion.

FSMA- Helen, State has now has the responsibility to do FSMA maple inspections. NY put FSMA under the Ag & Markets responsibilities. We need to continue to work on “Good Practices” in our sugar houses. *Motion made to have the “Best Practices” manual be sent to all members with the renewal forms, by Mike, 2nd by Eric, carried.

Small Size maple shipments across US boarder – Don, have not gotten very far. Sent a letter. Lyle – Rep from the Federation was not at the last meeting and will ask him in person at the next meeting. Mike Bennett – Federation sent a letter to people about the issue and it has somewhat stopped for now.

Maple Syrup Codex Definition / ISMI – Lyle, they sent a letter to the FDA, seems to be progressing but this is a multi-year process. ISMI- There is a carryover of 50 million pounds coming into this season, last year there was 90 million pounds. ISMI is working on establishing an alliance group with the USA so we can all be on the same page. Helen – co-chairman for the alliance group, with Amanda Voyer of VT, USA Alliance group will meet in Concord, NH at IMSI/NAMSC meetings in October. *Motion made to make Helen Thomas the Alternate for ISMI and NAMSC, by Dwayne, 2nd by Greg, carried.

Maple Milk process development – Helen- worked with Cornell FPL to make Maple Milk. 2 products were picked and test marketed. Huge customer interest, we have the recipe. It is currently with the Nutritional analyst. Will be back to NYS Maple Association in a couple of weeks. The preferred milk had the most syrup in it. Where do we go with it? Discussed over lunch.

*Motion was made to promote use of Maple Milk by: 1: Creating a You Tube Video on how “ You can make it yourself “. 2: Make an agreement to be used by commercial dairy’s mandatory use of REAL MAPLE, and encourage to use NYS Maple Logo. 3: Publicize in Pipeline. By Mike Bennett, 2nd by Eric, carried

Maple Sausage- Dave & Helen – Was a huge success at the Fair. Next steps are the get a production schedule and logo for the packaging.

Forest Deer problem – There was interest in being a part of the alliance looking for solutions to the problem. Tony nominated Nathan Williams, DeanDelevan and Brian Burnison for representation on this group. *Motion made to become Allied with the group, by Eric, 2nd by Greg, carried.

NY State Maple Association Minutes of September 26, 2018 Board Meeting

Winter Conference – Keith Schiebel and Tony – Tony – need to have contract with Keith. Keith – for the Winter conference we need to bring back the Maple Queen.

*Motion for Keith to use NYS Maple Logo to promote Winter Conference, by Dwayne , 2nd by Doug, carried. * Motion to approve contract with Fair grounds to hold Winter Conference, by Haskell, 2nd by Greg, carried.

*Motion made to kick coupon discussion back to committee, by Tony, 2nd by Hugh, carried.

Tony called meeting to Adjourn for lunch @ 12:23 pm.

Tony called meeting back to order @ 1:01 pm.

Winter Conference- Keith's contract will start this year as of October 1st, 2018 – January 31, 2019. His contract to renew 5/1/19 – 1/31/20 and so forth.

*Motion- steering committee for winter conference is the executive committee with \$4,000.00 contingency fund, made by Eric, 2nd by Doug, carried

*Motion made for President to sign contract for Winter Conference at Fair grounds, by Greg, 2nd by Dwayne, carried.

Maple weekend – Greg – Asked Keith to be the Coordinator for Maple Weekend. Keith accepted. Dates for 2019 Maple Weekend – March 23 & 24, March 30 & 31 Contract with Keith 10/1/18 – 4/15/19.

*Motion made for President to sign Maple Weekend Contract for Keith at \$25.00 per hour, by Doug, 2nd by Nadeen, carried

Farm Bureau Lawsuit – Helen, Farm Bureau incurred money from their lawsuit wanted to know if there was any interest in supporting them. – Not enough interest by the board.

Request for support for Ontario Maple Weekend – Helen – Ontario would like us to write a letter of support to their government because they are asking for money (from their government) to support and help with Maple Weekend.

*Motion to send a letter of support, made by Greg, 2nd by Doug, carried.

Maple Tree for Fair grounds – It was decided we will supply a tree of our choosing with understanding planting expenses are not part of this..

*Motion to propose to State Fair, “We would provide a Maple Tree”, made by Mike, 2nd by Eric, carried.

*Motion made to accept Steve Childs generous donation of a Cornell Supper Sweet Maple Tree, for State Fair Grounds, made by Eric, 2nd by Mike Bennett, carried.

Other Reports

Cornell Maple Program – Steve – Added on 1,000 – 3/16 taps for a 5 year study. Pete is working on a study of thinning trees - what it does to a maple woods.

NY State Maple Association Minutes of September 26, 2018 Board Meeting

There was a discussion about the proposal to upgrade the sugarhouse and office facility at the Arnot. Eric- suggested the President make a committee of 3 or 4 people to take ideas that are brought up about ways to raise money and designs the complex and run with them. *Tony appointed a standing committee of Eric Randall, Keith Schiebel, Dwayne Hill, Mike Bennett, Chris Welch & Helen Thomas to take these ideas & research, and bring proposals to the board.

Eric reported we received a letter from CALS associate dean Julie Suarez regarding future funding initiatives at the college, requested that we reply to indicate continued support.

Maple Tour – Mike Bennett – was a good tour. All went according to plan. Good turnout. Greg – WNY Tour will be based out of Hamburg Fair Grounds. Dates July 12,13,14 2019

Maple Center State Fair – Dave – Heat played a big factor in the decrease in sales. Down 6% from our record year in 2017. Maple day was a big success, Thanked Keith for all his help. The extra space in the booth was very helpful. There is a letter in the BOD Doc's please read from Lyle teaming up with the industry. Keith added we should think about a tasting booth to promote good flavored and properly flavored syrup.

Maple Day 2018 – Keith – Said it was challenging to get everything put together. Had good publicity. Monday Aug 26th 2019 is the date of the next Maple Day. Over all people were pleased with the day. 6 schools participated with FFA Maple Day; FFA Programs are growing across the State. Show piece was VVS's Maple Trailer. Thoughts on raising money for the Association to own their own Maple Trailer.

*Tony appointed a committee to come up with cost and grants for owning a Maple Trailer to be made up of Keith, Karl, Nate.

*Motion to approve Maple Day for next August, made by Nadeen, 2nd by Dwayne, carried.

Date of next meeting: January 4th, 2019 @ 10:00 am , @ State Fair Grounds, Horticultural Building

*Motion to Adjourn meeting, made by Tony, 2nd by Greg, carried.